Education Highlights @ February 22, 2019

Education – Monday, April 15, 2019

KEYNOTE: Jack McCall
Re-Energizing Organizations: Finding Your Second Wind in This Warp-Speed World
Has the speed and complexity of the new reality of the work-force sucked the very life out of you? In Re-Energizing Organizations, Jack identifies power sources, self-improvement strategies, self-care practices, and techniques to help you reclaim your personal and organizational momentum.

9:30am-10:30am
Revisiting Residential & Commercial Stairway Lift Standards
Speaker: Patrick Edwards, Access Elevator
Stairway lifts for private residences (Section 7) and commercial (Section 4) applications are subject to ASME A18.1. Commercial lifts must provide a higher level of safety than that for home applications and are also covered by the International Building Code with regard to building egress and to the National Electrical Code with regard to electrical safety. Part of the discussion will be strategies for obtaining approval for commercial stairway lifts as they relate to Title II of the ADA for reasonable accommodations as well as safety and liability considerations when working outside the parameters of the standards that pertain.

Patrick Edwards has achieved 34 years of elevator and lift industry experience beginning his career with The Cheney Company in 1985, followed by DME Access and Access Industries. In 1999, Patrick founded Integrity Elevators and Lifts and then transitioned to his current position as Vice President of Hoistway Solutions with Access Elevator of Chicago and Milwaukee. Patrick is a frequent presenter at NAEC and has served as the R/A committee chairman on numerous occasions. He has served on a number of ASME and state code committees over the years and continues to do so. Patrick and his wife Jackie enjoy their family and always look forward to days spent at their winter-escape condo in Bradenton Beach, Florida.

10:00am-12:00noon
The Disconnect in Organizations: How to Reconnect and Return to What's Important NOW
Speaker: Jack McCall
Disconnections in organizations are being driven by emerging technologies and energy-draining workloads. Unprecedented reform and increased regulations have thrown change in hyper mode. In this presentation, Jack will walk the audience through problems created by The Disconnect in Organizations, and focus on what's important today.

1:30pm-3:00pm
"Open Mic"
Moderator: Donald Gelestino, Champion Elevator
Donald Gelestino will moderate this open mic gathering. The session provides a time when members can discuss their thoughts, concerns and issues.

Education – Tuesday, April 16, 2019

8:30am-10:00am

Coated Traction Products - A Milestone in Elevator Rope Technology
Speaker: Pat Dreps & Joseph Thompson, Brugg Lifting North America
Developed as a world's first, CTP combines technological innovations into a state-of-the-art plastic-coated rope specifically designed for the elevator industry. Approved in Europe for traction sheaves with a diameter of only 115mm, CTP ropes have been already installed in over 100,000 elevators in Europe. Tested by means of simulation in the laboratory, under real-life conditions, and certified by Liftinstituut, CTP meets the highest demands on function and efficiency. Topics covered will be CTP rope and component design, testing methods, quality control, and endurance. An update on A17.7 code compliance documentation progression will also be given.

Pat Dreps is the VP of Quality and Engineering for Brugg Lifting North America. Pat has extensive experience in the testing of wires and fatigue testing of wire ropes. Pat has visited and evaluated many elevators in the field regarding rope type selection, equipment selection and configuration. Pat also works with OEMs and consultants with regard to calculating rope life. Pat has an engineering degree from Michigan State University and MBA from University of West Georgia.

Joseph Thompson is President of Brugg Wire Rope North America, Brugg Lifting. Thompson joined Brugg Lifting in January of 2014 as Operations Manager and shortly transitioned to General Manager. Prior to Joining Brugg, Thompson was General Manager of Precision Roll Grinders, and spent 20+ years in the Heavy Equipment industry with Kobelco, a subsidiary of the Japanese based Kobe Steel, in which he held positions in Manufacturing Engineering, Operations management, as well as ME and Quality Management. Thompson holds a degree in Mechanical Engineering from Southern Polytechnic State University, a Blackbelt from the Six Sigma Academy and is a member of the American Society of Mechanical Engineers.

8:45am-9:45am

Time Management: Either you Run the Day or the Day Runs You
Speaker: Lien Randle, Mitsubishi Electric US, Inc.
At the end of this session participants will know how to align and prioritize their activities with their own goals and objectives and how to identify time killers. Time is precious – it's the only thing you can't buy so don't waste it: Use It!!

Lien Randle has worked in the elevator industry for nearly 25 years. From a family business to a Fortune 500 company; from President of the Northern California Elevator Industry Group to the youngest and first female President of the National Association of Elevator Contractors, Lien's excellent communication skills have improved team performance and have produced increased profit margins time and time again and has received numerous awards for her performance during her tenure with the Elevator and Escalator Division of Mitsubishi Electric US, Inc.

10:30am-11:30am

A New Code Requirement for Door Equipment
Speaker: James Marinelli, Electrodyn Systems, Ltd.
During this presentation, the presenter will be covering the code language and some insights as to the best methods for compliance. Mr. Marinelli will also touch on the insurance aspect of providing a failsafe system to reduce premiums.

James Marinelli is celebrating his fifty-third year in the Elevator business. He spent his first twenty years as a maintenance mechanic and supervisor. In 1985 he opened Electrodyn Systems Ltd. and provides special engineering services to the Elevator Industry. His company has a large selection of retrofits to bring existing Elevator Systems up to the latest code requirements. He is a member of several ASME code committees and over the years has helped craft the national code we follow today.

10:15am-11:45am

Job Descriptions - How to Get Them & What To Do With Them
Speaker: Karen Hopkins, The Hopkins Group
Attendees will be in instructed on what is a job description, why do we need them, how to use them in the recruiting and hiring process, legal compliance requirements. This will be an interactive session and participants will write a job description. As the first step in recruitment, a well written job description is a must.

Karen M. Hopkins has over 20 years' experience as an integral part of the growth and success of startup companies as well as large, international concerns. As a consultant, Karen works closely with clients to determine the best means of achieving the highest levels of performance for their organization, and developing competent, committed employees, with the goal of creating "best places to work". She has directed HR functions, customer support areas, career management, survey design and analysis, as well as training and development/performance support departments. Her expertise includes instructional design and training, strategic planning, executive coaching, and career management as well as general Human Resources functions. She has a Masters' Degree in Organizational Development from UT Dallas, is a Senior Professional Human Resources (SPHR), is a CMP (Career Management Practitioner) and is listed in Who's Who in the Southwest and Who's Who in Science and Engineering.

1:00pm-2:00pm

Rank Higher in Google by Elevating Your Digital Personality

Speaker: Dean Heasley, Nashville Marketing Systems

Learning what buttons to push so that you'll rank higher in Google is vital in today's digital world. More and more property managers are turning to the internet to research elevator contractors. You'll learn about on-page vs. off-page SEO and what aspects of those Google pays the most attention to.

Dean Heasley, founder of Nashville Marketing Systems, has over a decade of experience in the elevator industry. Nashville Marketing Systems works with elevator contractors and other businesses all over the country. Dean has worked for ThyssenKrupp, Kings III, and SCS Elevator Products. He has an MBA in Marketing.

1:30pm-3:30pm

Elevator Safety Instruction

Speaker: Lee Rigby, Elevator Safety and Technical Services (ESTS)

The course will be based on the Elevator Industry Field Employees' Safety Handbook (EIFESH), Sections 10 and 11, as a continuation of a series that started with Section 1. The presentation will show each Item within these two sections, along with photographs and OSHA information.

Lee Rigby had for fourteen years been President of Vertical Assessment Associates, a firm specializing in elevator inspection and consulting, and expert witness work, and is currently President of Elevator Safety & Technical Services, a firm specializing in training of elevator, emergency, and authorized personnel as defined in ASME A17.1. He was employed by the state of Florida for the previous ten years as an elevator inspector, the last five of which he was the Bureau of Elevator's Engineer III, responsible for approving permit requests, interpreting elevator safety codes, and supervising the technical aspects of the Bureau's elevator inspection staff.

Mr. Rigby's over 40 years of elevator experience started with being in charge of all weapons elevators on an aircraft carrier during the Viet Nam war, and included working his way up to Vice President of a large Florida elevator firm and owning and operating an elevator installation and service company in the Ft Myers area.

Education - Wednesday, April 17, 2019

8:00am – 11:30am

Roundtable Discussions – Track 1

1. **What's My Company's Long-Term Goal**

   Dominik Sachsenheimer, Maven Group, LLC

   This roundtable will answer the following questions: How do I make my company most valuable today and for future generations? How do I avoid pitfalls, while building a successful enterprise? Determining my "real" long-term goal for business. The presenter will also discuss potential exit strategies; overview on mergers and acquisitions in the elevator industry.

   Dominik Sachsenheimer has served as president of Maven Group, LLC since 2017. He is a proven business leader and strategist across various industries and continents with 10 years of experience at the Otis Elevator Company for which he oversaw all acquisition activities in North America from 2013 to 2016.

   After jumpstarting his career in the elevator business at the birth place of the industry in New York City, Dominik was promoted to Regional Finance Manager for Otis's Midwest operation based in Chicago. He later directed the entire finance organization of Otis's Southern Region spanning across 16 states and various Caribbean islands. During those assignments, he coordinated the financial integration of several acquired companies.

Dominik obtained his MBA from Berufsakademie Loerrach and started his career with one of the largest global logistics companies headquartered in Switzerland. After various roles managing complex intercontinental projects he became assistant comptroller for the Swiss operation. Attracted by the entrepreneurial challenge, he moved back to his native Germany to head the internationally renowned "Zelt Musik Festival" which hosts over 50 concerts attracting 200,000 visitors. During this time, he also provided operational and financial consulting for various cultural organizations and start-ups in addition to serving as a guest lecturer for undergraduate students at "Institut fuer Sprachen und Wirtschaft", a local college and business school.

2. **Working with a Recruiter**
   James Boydston, Handi-Lift Inc.
   Join this roundtable to discuss the value and the various steps of using a recruiter in your search for employees. Mr. Boydston will discuss choosing the right recruiter, starting the process with a recruiter and what to expect during this experience.

   James Boydston is President of Handi-lift Inc. and a third generation 'elevator man'. Having grown up in the industry, Mr. Boydston has served in Marketing and Advertising, Maintenance Sales, Sales Engineer, and Sales Manager before taking on his current position of President. He is active in the ABC Elevator Council, on the AEMA board of directors, and in NAEC, serving on the Education and Technical Advisory Committee.

3. **CEO Best Practices Roundtable**
   Jay Arntzen, Genesis Elevator
   This roundtable discussion will be centered around best practices. Participants can bring their hot topics for discussing with the group.

   Jay Arntzen founded Genesis Elevator Company after an exceptional 24-year career with a major global elevator company. During Jay's industry career he has held a variety of positions including sales, marketing, product development, project management, field operations and senior management as national VP of Operations. His values-based leadership sets the tone for Genesis employees and vendor partners and his exceptional business acumen and vision ensures the Genesis brand sets the standard for commercial and residential elevator companies. He is involved in every facet of the company's operations and is a proven leader with a propensity for building highly motivated and productive teams.

   Under Jay's guidance our team including sales, operations, licensed installers and technicians identify the unique needs of each customer and implement the most cost effective and efficient product or service solution. Each of our customers is assigned an account manager who coordinates the installation and service of the equipment and serves as the "go to" person for questions or concerns.

8:00am – 11:30am

Roundtable Discussions – Track 2

1. **OSHA Alliance and Best Practices**
   David Smarte, NAEC Education & Safety Committee
   This roundtable will be led by the Chairman of the NAEC Education and Safety Committee. Mr. Smarte will provide attendees with an update on the Alliance between NAEC and OSHA. The session will review the Development of the Best Practices – LO/TO and Fall Hazards.

   David Smarte is Director of Safety and Education for Delaware Elevator. Mr. Smarte has served on the NAEC Board of Directors. He is also Chair of the NAEC Education & Technical Advisory Committee. David is a licensed Qualified Elevator Inspector (QEI) and holds a Certified Elevator Technician (CET) and Certified Accessibility and Residential Technician (CAT) Certifications. Mr. Smarte has 39 years in the elevator industry and 18 of these years he concentrated on Safety and Training and Special Projects.

2. **Through Floor Lifts** (sometimes called "Shaft-Less Lifts")
   Craig Pilkington, Wessex Lifts
   As the number of Through Floor Lifts increases in the North American market, this is an opportunity to discuss these devices with one of the markets leading manufacturers. The presentation will cover the ASME 17.1 Code as it applies to Through Floor Lifts, and relevant Essential Health and Safety Requirements.

   Craig Pilkington is Managing Director of the Wessex Lift Co Ltd. He is a serving Board Member of LEIA (Lift and Escalator Industry Association) the UK equivalent of NAEC. He is also the Chair of LEIA's Personal Lifting Group and a member of NAEC's A & R Committee. He has served on a number of BSI (British Standards Institute) code review committees specifically related to Through Floor Lifts and Vertical Platform Lifts.

3. Working with AC Drives on Various Elevator Systems

Jeff Johnson, Magnetek, Inc.

Attendees participating in this roundtable will be able to better understand the ease when modernizing with an AC elevator system. Mr. Johnson will be showing how to size, install and program AC elevator drives. Participants will learn how to use on-line tools to help with drive sizing or energy savings and how computer, web and smartphone tools will benefit you in the field.

Jeff Johnson is a Magnetek Business Development Manager for its AC Elevator Drives business. He has extensive experience in AC drives, DC Drives, industrial control technology, and sales. Mr. Johnson earned a Bachelor's degree in Electrical Engineering Technology Studies from the Milwaukee School of Engineering. His initial exposure to the AC drives market began in the late 1980's while he worked for Rockwell Automation.